



Junior [REDACTED]

Business Development and Technical Sales Engineer



Profile

Experienced Technical Sales Engineer with a proven track record of driving revenue growth and enhancing customer satisfaction. Strong at building and maintaining relationships with key clients, leading to higher retention rates and increased sales. Skilled in delivering engaging technical presentations and offering customized solutions, resulting in new business opportunities and expanded market share.

Employment History

Business Development Engineer April 2024-December 2024

[REDACTED]

- Identify and develop new business opportunities through market research, customer acquisition strategies, and sales execution, from lead generation to contract negotiation.
- Provide technical support and solutions by leveraging engineering knowledge to align products/services with customer needs, while ensuring post-sales satisfaction and long-term relationships.
- Collaborate with internal teams, create proposals and presentations, and analyze market trends to inform strategies, report on performance, and drive business growth.

Business Development and Technical Sales Engineer [REDACTED]

March 2019- February 2024

- Drive growth by promoting and selling Portable Air, Power, and Flow equipment to both new and existing customers, identifying new opportunities, and maintaining strong relationships.
- Conduct market analysis to identify trends, competitor activity, and sales opportunities for value-selling products; prepare proposals, presentations, and demos.
- Manage sales activities using SAP CRM, including lead follow-ups, quoting, order processing, and reporting on key metrics like win/loss ratio and customer success.

Aftermarket and Technical Sales Engineer [REDACTED]

January 2017 - February 2019

- Promote sales for CTS, CRS, and MR products/services, including genuine parts, service plans, and advanced solutions like Airnet and Smart Link, while advising and providing expert recommendations to customers.
- Manage customer relationships, proposals, and follow-ups to secure orders, ensuring timely delivery and coordinating with technical teams to resolve issues.
- Use SAP CRM for sales activity tracking, meet annual targets, and increase the 1-1 sales ratio while conducting training and seminars to enhance customer engagement and knowledge.

Skills

- Relationship building, customer retention, and partnership development
- Technical solution development, product/service knowledge, and technical support
- Presentation design, proposal development, and technical documentation
- Lead generation, cross-selling, upselling, and strategic planning
- Sales performance monitoring, reporting, and time management
- Analytical, problem-solving, and negotiation skills
- Teamwork, collaboration, and adaptability
- Proficiency in sales software, CRM, and project management skills

Education

Licensed Mechanical Engineer

November 2016

Bachelor of Science - BS Mechanical Engineering,

[REDACTED]
June 2011 - April 2016